

## Businesses Served by SBDC Since March 15 2020 (Covid19)

| Line No | Data Elements                                    | All Clients      | Veteran Owned  | Women Owned      | Black Owned    | Latinx Owned    | Promise Zone |
|---------|--|------------------|----------------|------------------|----------------|-----------------|--------------|
| 1.      | <b>New Businesses Created</b>                    | 0                | 0              | 0                | 0              | 0               | 0            |
| 2.      | Bought/Started Business Milestones               | 11               | 0              | 6                | 0              | 4               | 0            |
| 3.      | New Businesses Created (based on Date Estab./Cou | 16               | 0              | 12               | 1              | 4               | 0            |
| 4.      | Jobs Created (Full and part-time)                | 973.00           | 0.00           | 766.00           | 3.00           | 726.00          | 1.00         |
| 5.      | Jobs Retained                                    | 0.00             | 0.00           | 0.00             | 0.00           | 0.00            | 0.00         |
| 6.      | Change in Sales                                  | \$240,087,976.46 | \$0.00         | \$206,068,224.00 | \$2,411,681.00 | \$11,677,400.00 | \$871,000.00 |
| 7.      | SBA Loans, Number of                             | 456              | 28             | 170              | 18             | 81              | 8            |
| 8.      | SBA Loans, Dollar Amount                         | \$76,584,615.58  | \$1,257,338.00 | \$13,770,410.25  | \$1,524,834.00 | \$6,137,449.00  | \$392,511.00 |
| 9.      | Non-SBA Loans, Number of                         | 14               | 2              | 5                | 1              | 1               | 2            |
| 10.     | Non-SBA Loans, Dollar Amount                     | \$804,000.00     | \$210,000.00   | \$92,000.00      | \$50,000.00    | \$10,000.00     | \$32,000.00  |
| 11.     | <b>Total Loans</b>                               | 0                | 0              | 0                | 0              | 0               | 0            |
| 12.     | Number of Loans                                  | 470              | 30             | 175              | 19             | 82              | 10           |
| 13.     | Dollar Amount of Loans                           | \$77,388,615.58  | \$1,467,338.00 | \$13,862,410.25  | \$1,574,834.00 | \$6,147,449.00  | \$424,511.00 |
| 14.     | <b>Equity Capital</b>                            | 0                | 0              | 0                | 0              | 0               | 0            |
| 15.     | Number of Equity Capital                         | 42               | 3              | 17               | 3              | 5               | 2            |
| 16.     | Dollar Amount of Equity Capital                  | \$2,881,395.00   | \$310,000.00   | \$70,270.00      | \$30,500.00    | \$30,835.00     | \$46,250.00  |
| 17.     | <b>Total Capital (Loans + Equity)</b>            | 0                | 0              | 0                | 0              | 0               | 0            |
| 18.     | Number of Loans/Equity                           | 512              | 33             | 192              | 22             | 87              | 12           |
| 19.     | Dollar Amount of Loans/Equity                    | \$80,270,010.58  | \$1,777,338.00 | \$13,932,680.25  | \$1,605,334.00 | \$6,178,284.00  | \$470,761.00 |
| 20.     | Total Counselor Hours                            | 7,040.68         | 470.97         | 3,097.27         | 501.46         | 1,447.97        | 262.41       |
| 21.     | <b>Clients Counseled</b>                         | 0                | 0              | 0                | 0              | 0               | 0            |
| 22.     | Total Clients Counseled                          | 2,736            | 185            | 1,145            | 175            | 626             | 102          |
| 23.     | Number of New Clients Counseled                  | 1,575            | 56             | 642              | 69             | 330             | 56           |
| 24.     | <b>Client Hours</b>                              | 0                | 0              | 0                | 0              | 0               | 0            |
| 25.     | Total Client Hours                               | 6,995.31         | 476.22         | 3,100.10         | 507.13         | 1,454.88        | 262.41       |
| 26.     | New Client Hours                                 | 2,448.18         | 92.21          | 1,047.01         | 83.23          | 444.36          | 76.34        |
| 27.     | Extended Engagement Clients (since 10/1/2005)    | 819              | 87             | 358              | 78             | 190             | 30           |
| 28.     | Long Term Clients (since start of fiscal year)   | 666              | 59             | 288              | 51             | 136             | 24           |
| 29.     | Total Training Events                            | 200              | 90             | 162              | 100            | 150             | 48           |
| 30.     | Total Training Event Sessions                    | 228              | 97             | 191              | 124            | 179             | 55           |
| 31.     | Training Attendees                               | 5,957            | 4,723          | 5,508            | 4,710          | 5,458           | 3,956        |

22 SBRF totaling \$235,870